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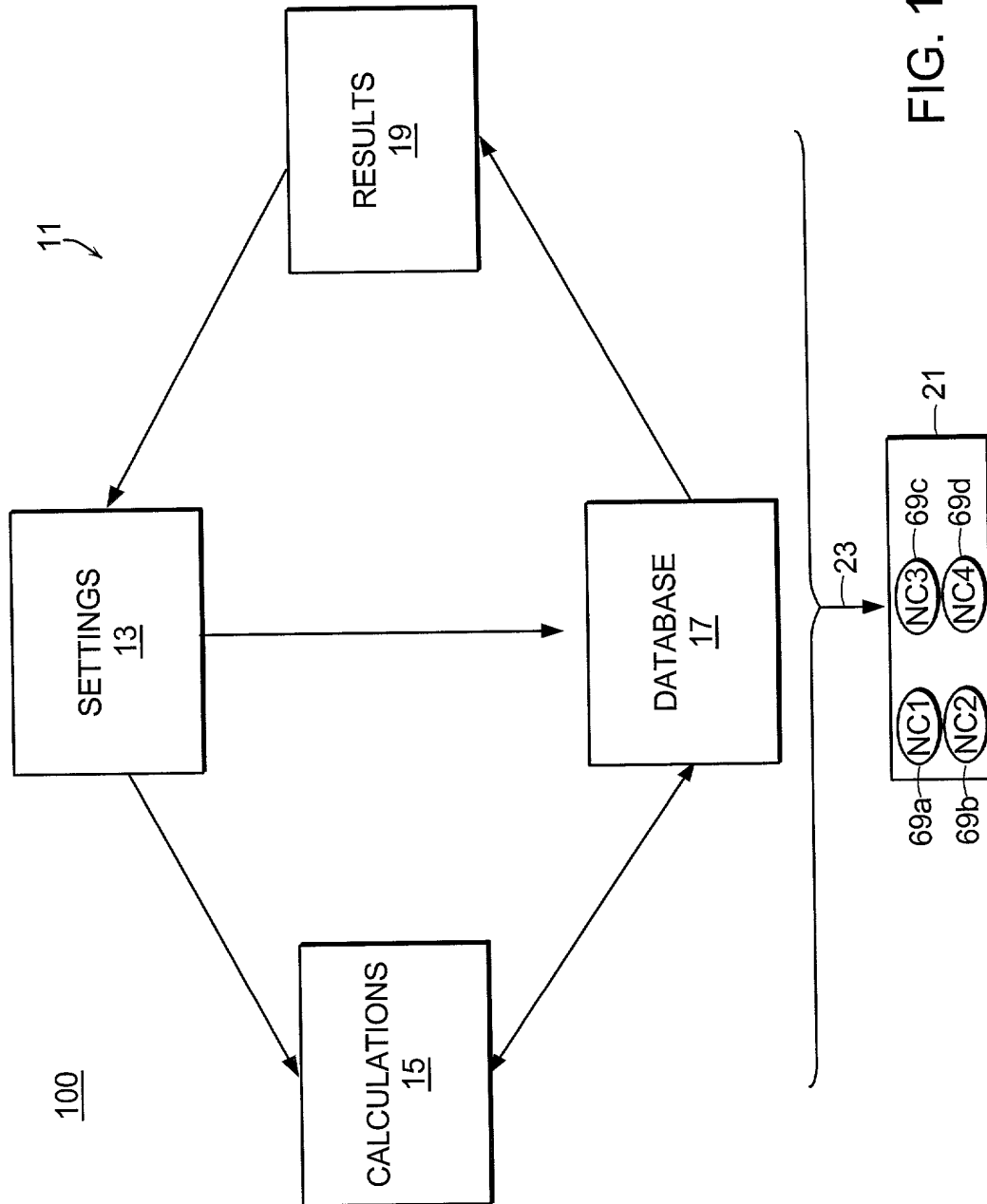


FIG. 1

FIG. 10 94935260

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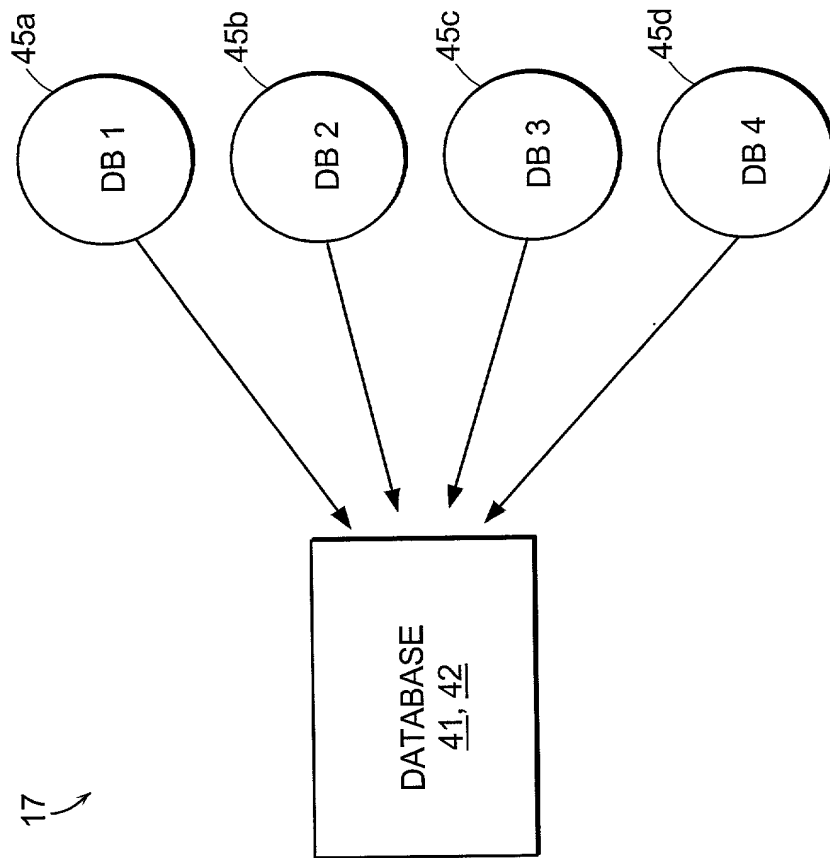


FIG. 2

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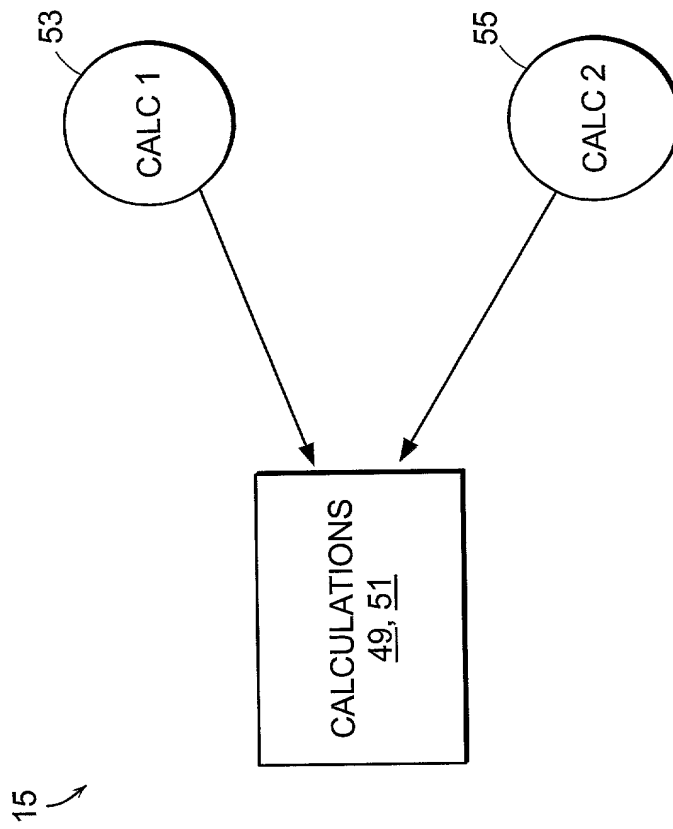


FIG. 3

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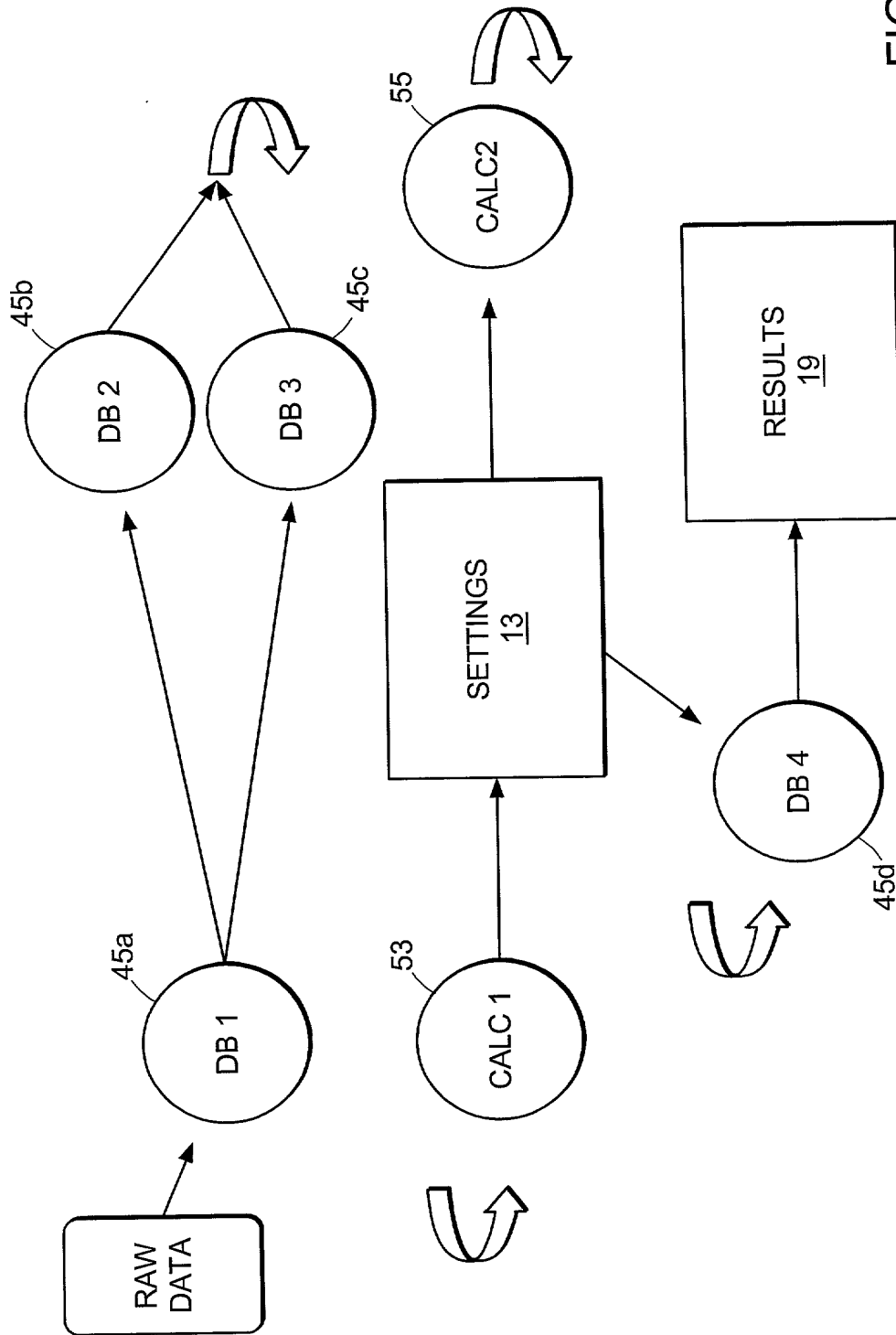


FIG. 4

FIG. 4

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FIG. 5A

Intervals	27 ↓	29 ┌───────────┐			25 ↓	31 ↓
		1. Reenerg. Interval	2. Adj. Interval	3. Trans. Interval		
ABS DIFF 12.7735%	↓					Threshold
CORREL 0.6388						Type
I. Prediction						
A. Key Business Parameters						
1. Mkt Share/Revenue Ratio		Low	Medium	High		Percentile
2. Asset Intensity (Asset/Rev Ratio)		High	Medium	Low		Percentile
3. Change in Profitability		Zero	Incr.	Decl.		Percentile
B. Funding Strategy / Risk						
1. Company Beta		Low	Medium	High		Percentile
2. Debt/Equity Ratio		High	Medium	Low		Percentile
3. Creditworthiness		Low	High	Medium		Percentile
4. Cash Flow/Revenue Ratio		Low	High	Medium		Percentile
C. Market						
1. Relative Market Share		Medium	High	Low		Percentile
2. Change in Market Share		Zero	Incr.	Decl.		Percentile
3. Relative Elasticity of Demand		High	Medium	Low		Percentile
II. Actual						
A. Business Structure						
1. Business Mix		Low	High	N/A		Percentile
2. Business Age		High	High	Low		Fixed
3. Number of Divisions		Low	High	N/A		Percentile
4. Number of SIC Industries		Low	High	N/A		Percentile
B. Business Strategy						
1. R&D Investment		Low	Low	High		Percentile
2. Acquisition Strategy		N/A	N/A	N/A		N/A
3. Strategic Intent		N/A	N/A	N/A		N/A
List of Arguments For This Table						
		Low	Medium	High		Percentile
		Decl.	Zero	Incr.		Fixed
		N/A	N/A	N/A		N/A

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FIG. 5B

	A	B	C	D	E	F	G	H	I
	Conversion			Do Not Change					
1					1. Reenerg.	2. Adj.	3. Trans.	Threshold	
2					Interval	Interval	Interval	Type	
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									
20									
21									
22									
23									
24									
25									
26									
27									
28									
29									
30									
31									
32									
33									
34									

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	A	B	C	D	E	F	G	H
1	General Arguments			Arguments for Prediction		Arguments for Actual		Arguments for Threshold
2								
3								
4	Bottom	1	Decl.	1	Decl.	1	Fixed	2
5	Extra	4	High	3	High	3	N/A	9
6	Middle	2	Incr.	3	Incr.	3	Percentile	1
7	N/A	9	Low	1	Low	1		
8	Top	3	Medium	2	N/A	9		
9			Zero	2				
10								
11								
12	If any of these arguments change, each list has to be sorted alphabetically by name in ascending order.							
13								
14								
15								

FIG. 5C

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SAMPLE FROM SETTINGS

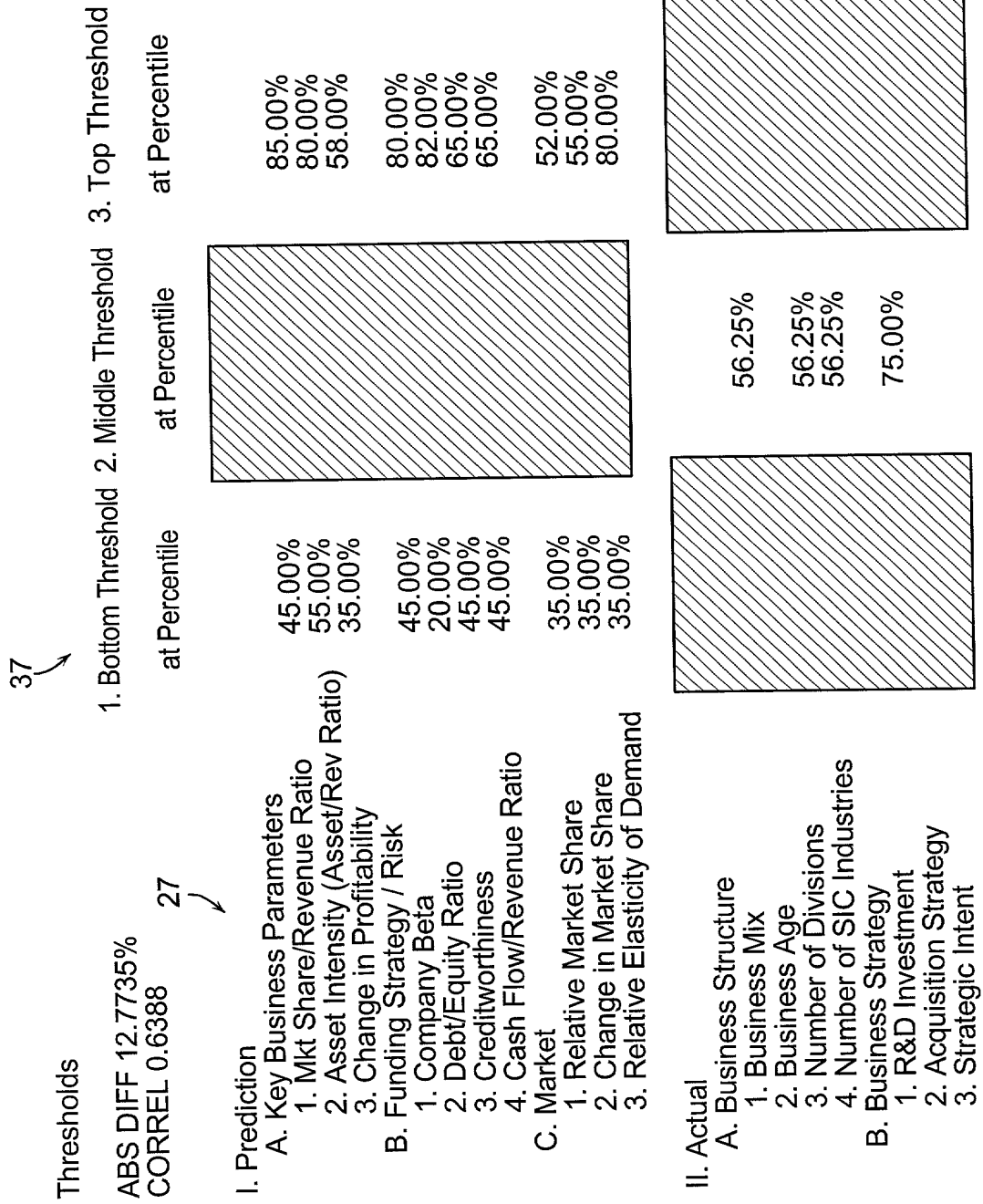
Scoring	29		
	1. Reenerg Score	2. Adj Score	3. Trans. Score
ABS DIFF 12.7735%			
Correl 0.6388			
I. Prediction			
A. Key Business Parameters			
1. Mkt Share/Revenue Ratio	100.00	100.00	100.00
2. Asset Intensity (Asset/Rev Ratio)	25.00	25.00	25.00
3. Change in Profitability	100.00	100.00	100.00
B. Funding Strategy / Risk			
1. Company Beta	100.00	100.00	100.00
2. Debt/Equity Ratio	125.00	125.00	125.00
3. Creditworthiness	25.00	25.00	25.00
4. Cash Flow/Revenue Ratio	25.00	25.00	25.00
C. Market			
1. Relative Market Share	200.00	200.00	200.00
2. Change in Market Share	150.00	150.00	150.00
3. Relative Elasticity of Demand	0.00	0.00	0.00
II. Actual			
A. Business Structure			
1. Business Mix	0.00	75.00	100.00
2. Business Age	0.00	0.00	
3. Number of Divisions	25.00	25.00	
4. Number of SIC Industries	25.00	25.00	
B. Business Strategy			
1. R&D Investment	0.00	0.00	100.00
2. Acquisition Strategy	112.50	75.00	112.50
3. Strategic Intent	75.00	150.00	150.00

FIG. 5D

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FIG. 5E

SAMPLE FROM SETTINGS



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FIG. 5F

A	B	C	D	E	F	G	H
1	Thresholds						
2	1. Bottom Threshold 2. Middle Threshold 3. Top Threshold						
3	ABS DIFF 12.7735%						
4	CORREL 0.6388						
5	Fixed						
6	Fixed						
7	I. Prediction						
8	A. Key Business Parameters						
9	1. Mkt Share/Revenue Ratio						
10	2. Asset Intensity (Asset/Rev Ratio)						
11	3. Change in Profitability						
12	B. Funding Strategy / Risk						
13	1. Company Beta						
14	2. Debt/Equity Ratio						
15	3. Creditworthiness						
16	4. Cash Flow/Revenue Ratio						
17	C. Market						
18	1. Relative Market Share						
19	2. Change in Market Share						
20	3. Relative Elasticity of Demand						
21	II. Actual						
22	A. Business Structure						
23	1. Business Mix						
24	2. Business Age						
25	3. Number of Divisions						
26	4. Number of SIC Industries						
27	B. Business Strategy						
28	1. R&D Investment						
29	2. Acquisition Strategy						
30	3. Strategic Intent						
31							
32							
33							
34							

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FIG. 5G

	A	B	C	D	E	F	G	H	I	J	K
1	Factors & Strategies										
2											
3											
4											
5											
6											
7											
8	I. Prediction										
9	A. Key Business Parameters										
10	1. Mkt Share/Revenue Ratio										
11	2. Asset Intensity (Asset/Rev Ratio)										
12	3. Change in Profitability										
13	B. Funding Strategy / Risk										
14	1. Company Beta										
15	2. Debt/Equity Ratio										
16	3. Creditworthiness										
17	4. Cash Flow/Revenue Ratio										
18	C. Market										
19	1. Relative Market Share										
20	2. Change in Market Share										
21	3. Relative Elasticity of Demand										
22	II. Actual										
23	A. Business Structure										
24	1. Business Mix										
25	2. Business Age										
26	3. Number of Divisions										
27	4. Number of SIC Industries										
28	B. Business Strategy										
29	1. R&D Investment										
30	2. Acquisition Strategy										
31	3. Strategic Intent										
32											
33											
34											

1. Reenerg. 2. Adj. 3. Trans.

FIG. 6A

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
3 Com Corporation																
1	1 Fortune Fastest Growth (5 yrs) ABS DIFF 21.83% Analyze															
2	45b															
3	DB 4															
4	1. Reenerg.															
5	2. Adj.															
6	3. Trans.															
7	29															
8	Interval															
9	Low															
10	Low															
11	Decl.															
12	N/A															
13	Low															
14	High															
15	High															
16	Medium															
17	Decl.															
18	Medium															
19	200															
20	40.00%															
21	300															
22	6.67%															
23	50															
24	53.33%															
25	400															
26	100.00%															
27	750															
28	45c															
29	DB 3															
30	1. Reenerg.															
31	2. Adj.															
32	3. Trans.															
33	Interval															
34	High															
35	High															
36	High															
37	High															
38	Low															
39	High															
40	High															
41	Low															
42	High															
43	High															
44	11.01%															
45	102.45%															
46	21.00															
47	4.00															
48	2.00															
49	11.01%															
50	100															
51	56.25															
52	63															
53	38															
54	38															
55	11.20%															
56	39.41%															
57	49.38%															
58	175															
59	219.25															
60	100.00%															
61	444															

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FIG. 6B

SAMPLE WORKSHEET FROM "DATABASE" WORKBOOK

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39																
40																
41																
42																
43																
44																
45																
46																
47																
48																
49																
50																
51																
52																
53																
54																
55																
56																
57																
58																
59																
60																
61																
62																
63																
64																
65																
66																
67																
68																
69																
70																
71																
72																
73																
74																
75																
76																

42



45a

DB 1



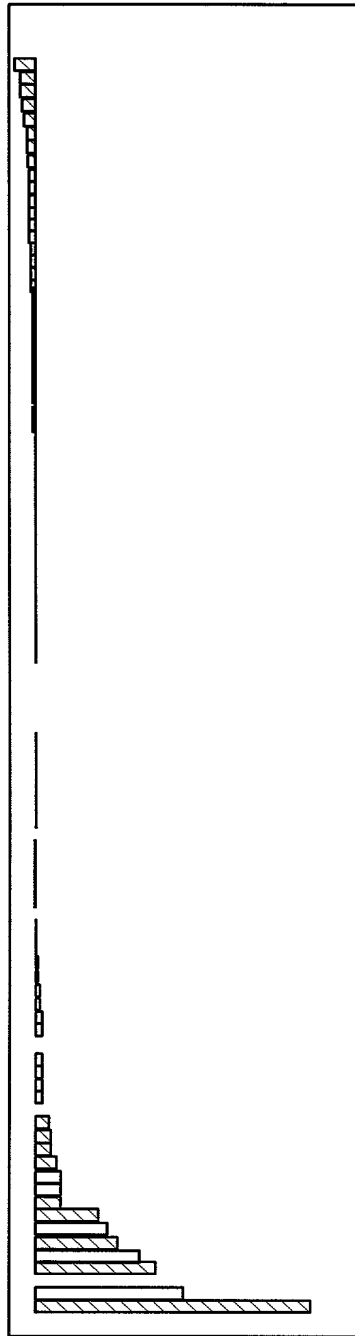
1998

1999

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SAMPLE FROM CALCULATIONS

A	B	C	E	G	H	I	J	K	L
1	1. Mkt Share/Revenue Ratio 53								
2	Calc 1								
3	Factor/Company								
4	A. Key Business Parameters								
5	1. Mkt Share/Revenue Ratio								
6	1. Mkt Share/Revenue Ratio								
7	Calc 2								
8	Interval								
9	55								
10	Interval								
11	55								
12	N/A								
13	Low								
14	N/A								
15	Low								
16	Low								
17	Low								
18	Sample Size								
19	85.00								
20	Analysis:								
21	Mean								
22	Minimum								
23	SD								
24	59								
25	To <								
26	-3.43%								
27	50.45%								
28	POS INF								
29	59								
30	From =>								
31	NEG INF								
32	-3.43%								
33	50.45%								
34	Percentile								
35	Percentile								
36	Percentile								
37	61								
38	Type								
39	Interval								
40	29								
41	Low								
42	Medium								
43	High								
44	Strategy								
45	1. Reenerg.								
46	2. Adj.								
47	3. Trans.								
48	100.00%								
49	-400.00%								
50	-900.00%								
51	-1400.00%								
52	-1900.00%								
53	-2400.00%								
54	Company								
55	FIG. 7A								



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FIG. 7B

SAMPLE FROM CALCULATIONS

	A	B	C	D	E	F	G	H	I	J
1	All Factors									
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
26										
27										
28										
29										

49

27

I. Prediction

A. Key Business Parameters

1. Mkt Share/Revenue Ratio

2. Asset Intensity (Asset/Rev Ratio)

3. Change in Profitability

B. Funding Strategy / Risk

1. Company Beta

2. Debt/Equity Ratio

3. Creditworthiness

4. Cash Flow/Revenue Ratio

C. Market

1. Relative Market Share

2. Change in Market Share

3. Relative Elasticity of Demand

II. Actual

A. Business Structure

1. Business Mix

2. Business Age

3. Number of Divisions

4. Number of SIC Industries

B. Business Strategy

1. R&D Investment

3 Com Corporation Adams Resources & Energy, Inc. Alcoa

Analyze Value Yes Interval

-455.14% Low 20.47% Medium 21.96% Medium

0.78 Low 0.07 Low 1.05 Low

-0.97% Decl. -0.07% Zero 0.84% Incr.

N/A N/A N/A N/A

0.01 Low 0.27 Medium 0.49 Medium

1.50 High 0.03 Low 2.60 High

0.20 High 0.00 Low 0.14 Medium

0.34 Medium 0.28 Medium 2.23 High

-29.54% Decl. 20.96% Incr. 1.41% Zero

3.00 Medium 2.67 Low 3.00 Medium

102.45% High 17.15% Low 13.04% Low

21.00 High 53.00 High 93.00 High

4.00 High 3.00 Low 6.00 High

2.00 Low 3.00 High 6.00 High

11.01% High 0.00% Low 0.78% Low

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SAMPLE FROM RESULTS

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Strategy Table

Company	Average	3 Com Corporation	Adams Resources & Energy, Inc.	Alcoa	Allied Waste Industries, Inc.	Amazon.com	America Online Inc.	American Express Company	Ameritrade Holding Corporation	Amsouth Bancorp.	Applied Digital Solutions
Sheet Number		1	2	3	4	5	6	7	8	9	10
Analysis		yes	yes	yes	yes	yes	yes	yes	yes	no	yes
I. Prediction											
1. Reenerg.	24.12%	40.00%	46.67%	20.00%	46.67%	23.33%	13.33%	46.67%	10.00%	N/A	6.67%
2. Adj.	48.16%	6.67%	50.00%	73.33%	33.33%	60.00%	63.33%	33.33%	36.67%	N/A	50.00%
3. Trans.	28.73%	53.33%	3.33%	6.67%	20.00%	16.67%	23.33%	20.00%	53.33%	N/A	43.33%
II. Actual											
1. Reenerg.	28.42%	11.20%	69.59%	36.64%	50.89%	13.70%	28.08%	54.92%	21.54%	N/A	10.49%
2. Adj.	46.12%	39.41%	30.41%	54.42%	49.11%	59.84%	64.42%	34.68%	28.41%	N/A	72.63%
3. Trans.	25.45%	49.38%	0.00%	8.94%	0.00%	26.45%	7.50%	10.40%	50.05%	N/A	16.88%
ABS DIFF		21.8318%	15.2797%	12.6095%	13.3333%	6.5230%	10.5556%	6.3980%	7.6962%	N/A	17.6375%
Correlation											
1. Reenerg.	0.65299										
2. Adj.	0.57538										
3. Trans.	0.68798										
Average	0.63876										

FIG. 8

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FIG. 9A

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
Colgate-Palmolive Company															
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
26 Fortune Most Admired List															
45b															
I. Prediction															
27 DB 2															
Value															
A. Key Business Parameters															
1. Mkt Share/Revenue Ratio															
2. Asset Intensity (Asset/Rev Ratio)															
3. Change in Profitability															
B. Funding Strategy / Risk															
1. Company Beta															
2. Debt/Equity Ratio															
3. Creditworthiness															
4. Cash Flow/Revenue Ratio															
C. Market															
1. Relative Market Share															
2. Change in Market Share															
3. Relative Elasticity of Demand															
Growth Strategy															
45c															
Interval															
1. Reenerg.															
2. Adj.															
3. Trans.															
100															
29															
125															
25															
25															
200															
150															
60.00%															
450															
33.33%															
250															
6.67%															
50															
100.00%															
750															
II. Actual															
27 DB 3															
Value															
A. Business Structure															
1. Business Mix															
2. Business Age															
3. Number of Divisions															
4. Number of SIC Industries															
B. Business Strategy															
1. R&D Investment															
2. Acquisition Strategy															
3. Strategic Intent															
56															
42															
38															
58.89%															
148															
31.58%															
79.5															
9.53%															
24															
100.00%															
252															

42a

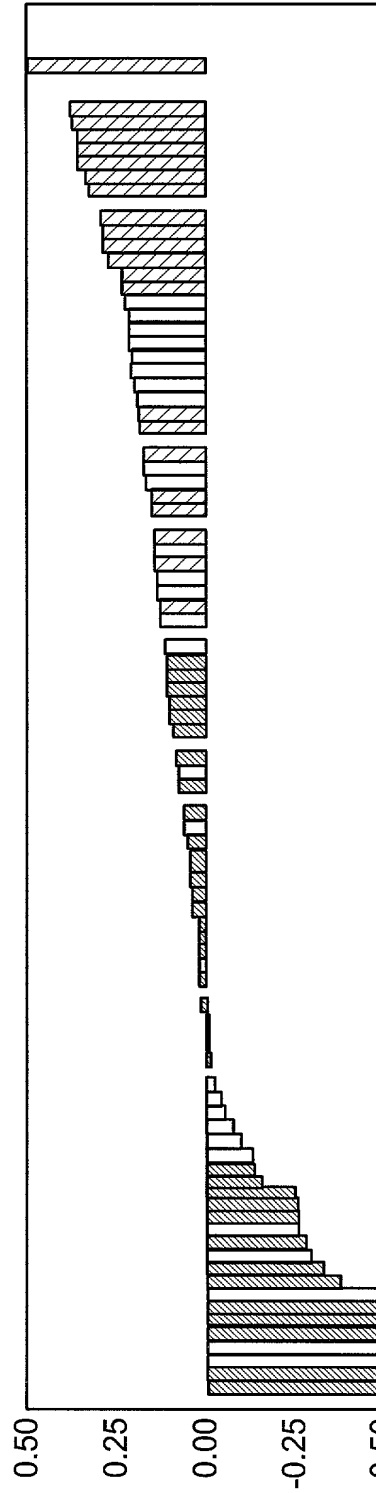
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FIG. 9B

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39	DB 1															
40	45a															
41	III. Data															
42	Latest Year Data Available															
43	1999															
44	1999 Revenues (in mil)															
45	1998 Revenues (in mil)															
46	1997 Revenues (in mil)															
47	1996 Revenues (in mil)															
48	1999 Assets (in mil)															
49	1998 Assets (in mil)															
50	1999 Debt Outstanding (in mil)															
51	1999 Shareholder's Equity (in mil)															
52	1999 Liabilities (w/o Debt)															
53	1999 Net Cash from Oper. Activ.															
54	1999 Cash at End of Year (in mil)															
55	1999 Interest Paid															
56	Business Mix															
57	Geography Region															
58	Region1															
59	Region2															
60	Region3															
61	Region4															
62	Region5															
63	Region6															
64	Business Segment															
65	Segment1															
66	Segment2															
67	Segment3															
68	Segment4															
69	Segment5															
70	Segment6															
71	Segment7															
72	Segment8															
73	Segment9															
74	Segment10															
75																
76																

42a

A	B	C	E	G	H	I	J	...	BM	BN
1	4. Cash Flow/Revenue Ratio 53									
2										
3	Calc 1									
4	Factor/Company									
5	SPEEDUS.CO Emisphere Miravant									
6	M. Inc. Technologies Medical									
7	B. Funding Strategy/Risk									
8	4. Cash Flow/Revenue Ratio									
9	Calc 2									
10	Interval 55									
11										
12	Strategy Interval Type									
13	Analysis:									
14	1. Reenerg. Low									
15	2. Adj. High									
16	3. Trans. Medium									
17										
18										
19										
20										
21										
22										
23										
24										
25										
26										
27										
28										
29										
30										
31										
32										



Company

FIG. 9C

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All Factors

	3 Com Corporation	Adams Resources & Energy, Inc.	Colgate-Palmolive Company	Compaq Computer Corporation
	Analyze Value	Analyze Value	Analyze Value	Analyze Value
	Yes Interval	Yes Interval	Yes Interval	Yes Interval
I. Prediction				
A. Key Business Parameters				
1. Mkt Share/Revenue Ratio	-455.14%	20.47%	-37.22%	-69.67%
2. Asset Intensity (Asset/Rev Ratio)	0.78	0.07	0.81	0.71
3. Change in Profitability	-0.97%	-0.07%	1.01%	-1.70%
B. Funding Strategy / Risk				
1. Company Beta	N/A	N/A	N/A	N/A
2. Debt/Equity Ratio	0.01	0.27	1.56	0.03
3. Creditworthiness	1.50	0.03	0.14	1.31
4. Cash Flow/Revenue Ratio	0.20	0.00		0.03
C. Market				
1. Relative Market Share	0.34	0.28	0.23	High
2. Change in Market Share	-29.54%	20.96%	-0.61	Decl.
3. Relative Elasticity of Demand	3.00	2.67	2.00	Medium
II. Actual				
A. Business Structure				
1. Business Mix	102.45%	17.15%	5.64%	12.45%
2. Business Age	21.00	53.00	194.00	18.00
3. Number of Divisions	4.00	3.00	2.00	4.00
4. Number of SIC Industries	2.00	3.00	2.00	2.00
B. Business Strategy				
1. R&D Investment	11.01%	0.00%	1.85%	4.31%

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FIG. 9D

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	A	B	C	AC
1	Strategy Table			
2				
3				
4	Company	Average	Colgate-Palmolive Company	
5	Sheet Number		26	
6	Analyze		yes	
7				
8	I. Prediction			
9	1. Reenerg.	24.12%	60.00%	
10	2. Adj.	46.16%	33.33%	
11	3. Trans.	29.73%	6.67%	
12				
13	II. Actual	28.42%	58.89%	
14	1. Reenerg.	46.12%	31.58%	
15	2. Adj.	25.45%	9.53%	
16	3. Trans.			
17	ABS DIFF	12.7735%	1.9111%	
18				
19	Correlation			
20	1. Reenerg.	0.65299		
21	2. Adj.	0.57538		
22	3. Trans.	0.68798		
23				
24	Average	0.63878		
25				

FIG. 9E

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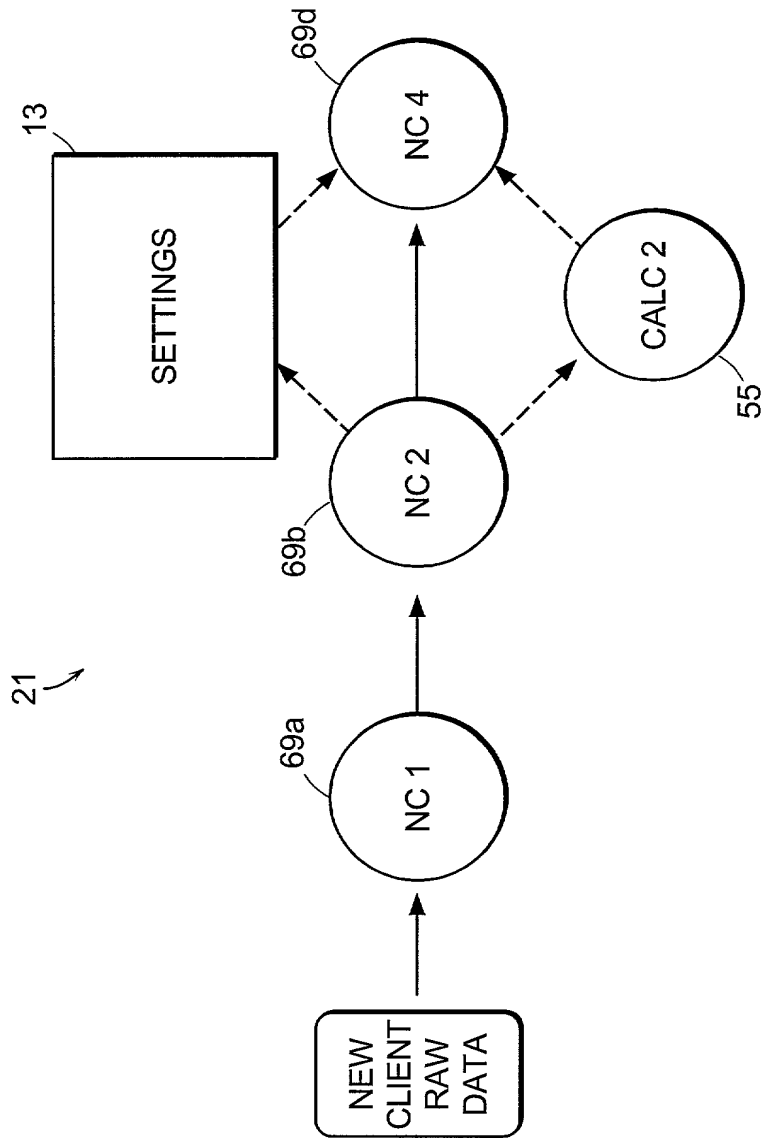


FIG. 10A

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
"Fill In New Client Name"															
"Fill in Qualifying Criteria"															
1	69b														
2	69c														
3	NC 4														
4	Interval														
5	1. Reenerg. 2. Adj. 3. Trans.														
6	N/A														
7	N/A														
8	N/A														
9	N/A														
10	N/A														
11	N/A														
12	N/A														
13	N/A														
14	N/A														
15	N/A														
16	N/A														
17	N/A														
18	N/A														
19	Growth Strategy														
20	#DIV/0!														
21	0														
22	#DIV/0!														
23	Interval														
24	1. Reenerg. 2. Adj. 3. Trans.														
25	N/A														
26	N/A														
27	N/A														
28	N/A														
29	N/A														
30	N/A														
31	N/A														
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42b

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FIG. 10C

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39	69a															
40	NC 1															
41	III. Data															
42	Latest Year Data Available															
43	0 Revenues (in mil)															
44	(1) Revenues (in mil)															
45	(2) Revenues (in mil)															
46	(3) Revenues (in mil)															
47	0 Assets (in mil)															
48	(1) Assets (in mil)															
49	0 Debt Outstanding (in mil)															
50	0 Shareholder's Equity (in mil)															
51	0 Liabilities (w/o Debt)															
52	0 Net Cash from Oper. Activ.															
53	0 Cash at End of Year (in mil)															
54	0 Interest Paid															
55	Business Mix															
56	Geography Region															
57	Region1															
58	Region2															
59	Region3															
60	Region4															
61	Region5															
62	Region6															
63	Business Segment															
64	Segment1															
65	Segment2															
66	Segment3															
67	Segment4															
68	Segment5															
69	Segment6															
70	Segment7															
71	Segment8															
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42b